

Message Text

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PAGE 01 NIAMEY 03537 061030Z

16

ACTION AF-06

INFO OCT-01 ISO-00 EUR-12 CAB-02 CIAE-00 COME-00 DODE-00

DOTE-00 EB-07 INR-07 NSAE-00 FAA-00 PM-04 H-02 L-03

NSC-05 PA-01 PRS-01 SP-02 SS-15 USIA-06 IO-10 /084 W

----- 127188

R 051344Z SEP 75

FM AMEMBASSY NIAMEY

TO AMEMBASSY ROME

INFO SECSTATE WASHDC 1655

AMEMBASSY LAGOS

C O N F I D E N T I A L NIAMEY 3537

LAGOS FOR FAA

E.O. 11652: GDS

TAGS: EGEN

SUBJECT: NIGER INTEREST IN BOEING 737

1. PLEASE PASS THE FOLLOWING TO WOLFGANG SZEBRAT,
BOEING INTERNATIONAL S.P.A., ROME, TEL: 3606641:
SOUNDING AT HIGHEST LEVEL OF GON FOLLOWING TELCON
SEPTEMBER 4 INDICATES THAT NIGER NOT REPEAT NOT
INTERESTED IN MOVING FORWARD ON PURCHASE OF 737--
OR OF F28--FOR FORESEEABLE FUTURE. WE WERE TOLD
THAT PRESENTATIONS OF BOEING REPS WERE BOTH INFOR-
MATIVE AND PERSUASIVE AND MUCH APPRECIATED. HOWEVER,
DESPITE RECOMMENDATIONS OF CAPTINA WRIGHT AND OTHERS
AT "TECHNICAL" LEVEL, AIRCRAFT IN 737 CLASS HAS BEEN
JUDGED TOO LARGE FOR NEEDS OF PRESIDENCY, WHILE NOT
YET NECESSARY FOR REQUIREMENTS OF COMMERCIAL TRAFFIC
OF AIR NIGER. SOMEDAY NIGER WILL MOVE DIRECTLY INTO
JET AGE, AND IT DOES NOT PLAN IN INTERIM TO GET
INVOLVED WITH TURBO PROP PLANES. TRANSITION
STILL FAR OFF, HOWEVER, AND CANNOT BE ENVISAGED
UNTIL MORE BASIC PRIORITIES HAVE BEEN
MET. WE WERE ALSO TOLD THAT REQUEST OF
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PAGE 02 NIAMEY 03537 061030Z

CAPTAIN WRIGHT TO VISIT US IN CONNECTION WITH BOEING

NEGOTIATIONS HAS BEEN REFUSED.

2. HARD TO JUDGE FROM FOREGOING WHETHER CAPTAIN
WRIGHT HAD OVERESTIMATED INTEREST AT TOP LEVEL FROM
BEGINNING OR WHETHER THERE HAS BEEN AN ABRUPT CHANGE

OF SIGNALS. WHATEVER THE BACKGROUND, SEEMS CLEAR THAT
A VISIT NEXT WEEK COULD NOT REPEAT NOT BE PRODUCTIVE.HECK

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